

01- R-2008

A RESOLUTION BY



**AUTHORIZING THE MAYOR TO ENTER INTO AN APPROPRIATE CONTRACTUAL AGREEMENT BRACY WILLIAMS AND COMPANY FOR FC-7213-00, WASHINGTON REPRESENTATIVE SUBJECT TO WORK AUTHORIZATIONS AS APPROVED BY THE AVIATION GENERAL MANAGER ON BEHALF OF THE DEPARTMENT OF AVIATION IN AN AMOUNT NOT TO EXCEED TWO HUNDRED FORTY EIGHT THOUSAND FIVE HUNDRED TWENTY FOUR DOLLARS (\$248,520.00) PER YEAR. ALL CONTRACTED WORK SHALL BE CHARGED TO AND PAID FROM FUND ACCOUNT AND CENTER NUMBERS: 2H01 524001 R13001**

**WHEREAS, the City of Atlanta desires to engage a qualified lobbyist with proven ability and experience to lobby and receive congressional appropriations for the City of Atlanta's airport; and**

**WHEREAS, the Director of the Bureau of Purchasing and Real Estate did advertise on behalf of the City of Atlanta for FC-7213-00, Washington Representative; and**

**WHEREAS, after review and evaluation of the proponent's qualifications and analysis of the technical proposal, the Aviation General Manager and the Purchasing Agent of the Bureau of Purchasing and Real Estate have recommended that the contract for FC-7213-00, Washington Representative to represent the interest of the Department of Aviation be awarded to the top ranked proponent, Bracy Williams and Company.**

**NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF ATLANTA, GEORGIA, that the Mayor be and is hereby authorized to enter into an appropriate contractual agreement with Bracy Williams and Company for FC-7213-00, Washington Representative subject to work authorizations as approved by the Aviation General Manager in an amount not to exceed Two Hundred Forty Eight Thousand Five Hundred Twenty Dollars (\$248,520.00).**

**BE IT FURTHER RESOLVED, that the Purchasing Agent of the Bureau of Purchasing and Real Estate be and is hereby directed to prepare an appropriate contract for execution by the Mayor, to be approved by the City Attorney as to form.**

**BE IT FURTHER RESOLVED, that said contract shall not become binding on the City and the City shall incur no liability upon same until such contract has been executed by the Mayor and delivered to contracting parties.**

**BE IT FINALLY RESOLVED, that all contracted work shall be charged to and paid from Fund Account and Center Numbers: 2H01 524001 R13001**

**BUREAU OF PURCHASING AND REAL ESTATE  
LEGISLATIVE SUMMARY**

**CAPTION:** AUTHORIZING THE MAYOR TO ENTER INTO AN APPROPRIATE CONTRACTUAL AGREEMENT BRACY WILLIAMS AND COMPANY FOR FC-7213-00, WASHINGTON REPRESENTATIVE SUBJECT TO WORK AUTHORIZATIONS AS APPROVED BY THE AVIATION GENERAL MANAGER ON BEHALF OF THE DEPARTMENT OF AVIATION IN AN AMOUNT NOT TO EXCEED TWO HUNDRED FORTY EIGHT THOUSAND FIVE HUNDRED TWENTY DOLLARS (\$248,520.00). ALL CONTRACTED WORK SHALL BE CHARGED TO AND PAID FROM FUND ACCOUNT AND CENTER NUMBERS: 2H01 524001 R13001

**REQUESTING  
DEPARTMENT:** Department of Aviation

**CONTRACT TYPE:** Professional Services

**SOURCE SELECTION:** Competitive Sealed Proposal

**BID/PROPOSAL  
OPENING:** May 24, 2000

**NO. INVITATIONS  
ISSUED:** 59

**PROPOSALS RECEIVED:** 7

**PROPONENTS:** Bracy Williams & Company  
McQuire, Woods, Battle & Boothe, LLP  
Kilpatrick Stockton, Long Aldridge & Norman, Mattox Woolfolk  
Patton Boggs, LLP  
The Law Office of Warner H. Session, P.C.  
Greenberg Traurig, LLP  
Hill Knowton, Public Affairs Worldwide, Inc.

**BACKGROUND:** The City of Atlanta is seeking services of a qualified firm to provide legislative representation and the necessary services needed to increase funding for the City of Atlanta's Department of Aviation.

**TERM OF CONTRACT:** Three (3) years with two (2), one (1) year renewals

**EVALUATION TEAM  
COMPOSITION:** Department of Aviation  
Department of Water  
Office of Intergovernmental Affairs  
Department of Finance/ Risk Management  
Office of Contract Compliance

# Bracy Williams & Company

Government and Public Affairs Consultants

October 31, 2001

Felicia Strong-Whitaker  
Director  
Bureau of Purchasing and Real Estate  
City of Atlanta  
55 Trinity Avenue, SW, Suite 1790  
Atlanta, GA 30335-0307

Dear Ms. Strong-Whitaker:

I am hereby submitting for your consideration a cost proposal of \$27,560 a month including expenses (\$330,720 a year) for Washington Representation of the City of Atlanta in response to the Request for Proposal, FC-7213-00.

The federal government relations services for the Atlanta Hartsfield International Airport and Atlanta Public Works Department would be conducted by Bracy Williams & Company in partnership with Paragon Productions, Inc., an Atlanta-based MBE firm. The proposed scope of work would be divided as outlined below.

- I. **Airport Account – 75.145% of work performed**  
**Total = \$20,710.00 a month**  
**Paragon Productions receives \$6,380 + \$500 monthly expenses**  
**Bracy Williams & Company receives \$11,830 + \$2,000 monthly expenses**

The scope of work performed by the consulting entities shall include, but is not limited to the following activities:

- Work with the FAA to secure appropriate resources for the expansion of the Fifth Runway;
- Assist in securing federal grants through Congress and the Federal Aviation Administration;
- Pursue legislative initiatives related to the maintenance, security, and function of the Airport;
- Work to secure additional INS and customs agents as needed;
- Assist in the development of public relations campaigns and community outreach activities;
- Act as a liaison on behalf of the City of Atlanta with the Congress of the United States and specifically with Key Congressional Committees handling legislation of interest to the airport;
- Provide assistance to City of Atlanta Officials to interpret federal regulations and file comments as appropriate;



- Arrange for presentation of Congressional testimony related to relevant issues, deemed appropriate and shall be responsible to prepare testimony for such presentation;
- Attend National Aviation Organization meetings and represent the interests of the City of Atlanta in Washington, DC;
- Provide notices and information on grant opportunities beneficial to the airport;
- Coordinate Congressional letters of support from the Georgia Congressional Delegation for grants, legislation, and funding initiatives;
- Provide regular communication and reports with the Mayor and City Officials and be responsive to requests from the Mayor; City Council; the Executive Committee Chair; and coordinate all responses and/or actions taken;
- Keep the Mayor or appropriate designee abreast of any legislative or administrative initiatives believed to be detrimental to the City of Atlanta; and be responsive to requests from the Mayor and the City Council for additional legislative assignments; and maintain contact on project activities in Washington, D.C.

**II. Public Works – 24.855% of work performed**

**Total = \$6,850.00 a month**

**Paragon Productions receives \$1960 + \$250 monthly expenses**

**Bracy Williams & Company receives \$3640 + \$1,000 monthly expenses**

The scope of work performed by the consulting entities shall include, but is not limited to the following activities:

- Provide consultation and pursue legislation and federal funding on the Multi-Modal Passenger Terminal and other transportation projects;
- Represent the City of Atlanta's interest on the reauthorization of the Transportation Equity Act of the 21<sup>st</sup> Century;
- Assist in the development of public relations campaigns and community outreach activities;
- Act as a liaison on behalf of the City of Atlanta with the Congress of the United States and specifically with Key Congressional Committees handling legislation of interest to the airport;
- Provide assistance to City of Atlanta Officials to interpret federal regulations and file comments as appropriate;
- Arrange for presentation of Congressional testimony related to relevant issues, deemed appropriate and shall be responsible to prepare testimony for such presentation;
- Attend urban and city organization meetings and represent the interests of the City of Atlanta in Washington, DC;
- Provide notices and information on grant opportunities beneficial to the airport;
- Coordinate Congressional letters of support from the Georgia Congressional Delegation for grants, legislation, and funding initiatives;
- Provide regular communication and reports with the Mayor and City Officials and be responsive to requests from the Mayor; City Council; the Executive Committee Chair; and coordinate all responses and/or actions taken;

- Keep the Mayor or appropriate designee abreast of any legislative or administrative initiatives believed to be detrimental to the City of Atlanta; and be responsive to requests from the Mayor and the City Council for additional legislative assignments; and maintain contact on project activities in Washington, D.C.

I appreciate the opportunity to submit our cost proposal. We remain enthusiastic about the opportunity to represent the City of Atlanta in Washington, DC. If you have any questions, please do not hesitate to contact me at (202) 783-5588.

Sincerely,



Terrence L. Bracy  
President